

Message Text

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STATE/EUR/RPM/EREHFELD

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FM SECSTATE WASHDC

TO AMEMBASSY BONN PRIORITY

USMISSION NATO PRIORITY PRIORITY

UNCLAS STATE 088427

E.O. 11652: N/A

TAGS: BEXP, GE

SUBJECT: TRADE OPPORTUNITY: REPORTING OF NATO TENDER

REF: (A) BONN 05984, (B) BONN 05985, (C) BONN 05986,

--- (D) USNATO 2058

1. FOLLOWING NATO ICB CERTIFIED FIRMS ARE INTERESTED IN
TRADE OPPORTUNITIES CITED REFS (A), (B) AND (C):

--- BECHTEL CORPORATION
--- 1625 EYE ST., N.W.
--- WASHINGTON, D.C. 20006

--- KLINE IRON AND STEEL CO.
--- 1225 - 1235 HUGER STREET
--- COLUMBIA, SOUTH CAROLINA 29201

--- REYNOLDS CONSTRUCTION CO.
--- 635 MADISON AVE.
--- NEW YORK, N.Y. 10022

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2. INTERNATIONAL MARKETING STAFFS OF TWO ADDITIONAL FIRMS

ARE CURRENTLY IN EUROPE AND ARE BEING ADVISED OF BOTH
GERMAN AND ITALIAN OPPORTUNITIES. IF INTERESTED THEY WILL

CONTACT MR. GROSSMAN AT USNATO. COMPANIES ARE:
RAYMOND INTERNATIONAL INC. OF HOUSTON, TEXAS AND GROVE,
SHEPHERD, WILSON AND KRUGE OF NEW YROK. NEITHER COMPANY
IS NATO ICB CERTIFIED. CERTIFICATION PROCESS WILL BE
COMPLETED PRIOR TO BIDDING IF EITHER OR BOTH FIRMS ARE
INTERESTED.

3. IN RESPONSE PARA 3 REF (D), MORRISON-KNUDSON CO. IS
NOT CURRENTLY ON NATO ICB LIST; HOWEVER, QUALIFICATION
PROCESS HAS BEEN INITIATED AND FIRM WILL BE CERTIFIED
PRIOR TO BIDDING. KISSINGER

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